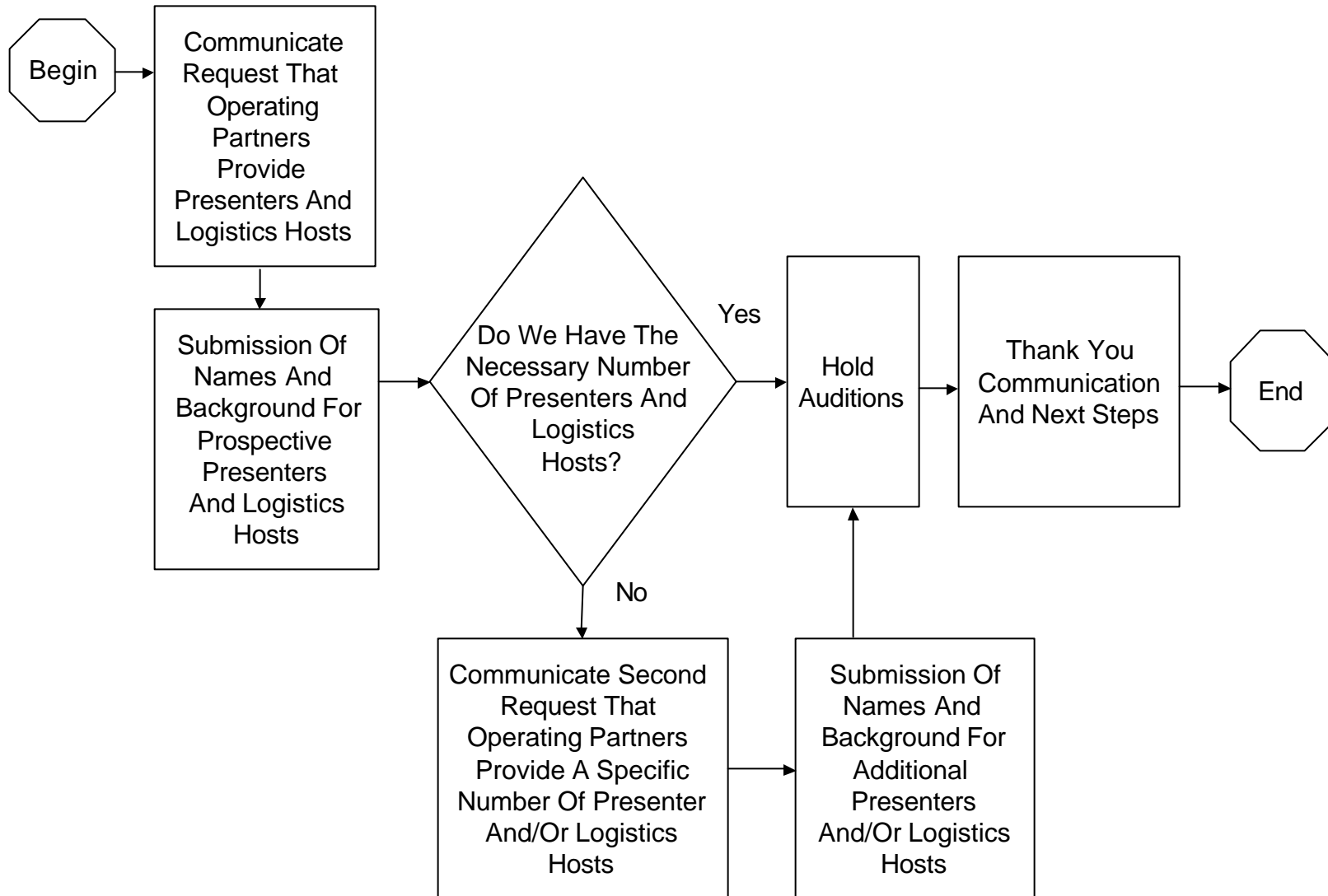


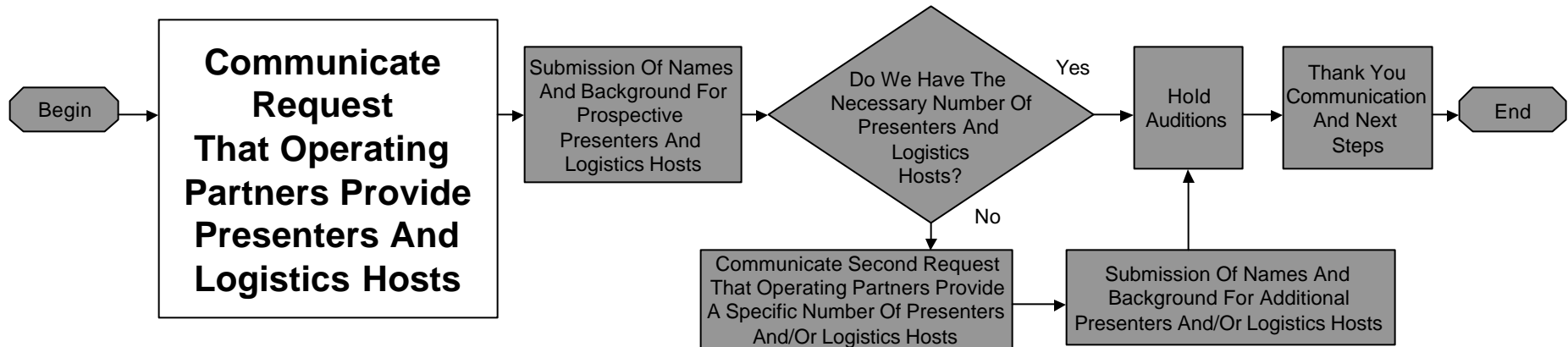
## Overall Assumptions

- Operating partners will volunteer three Presenter and one logistics host
- The operating partners volunteers will audition as part of the selection process
- Goal is to have the ratio of SFA to operating partners Presenter be 1:1 whenever possible
- The operating partners training working group will be a good group to utilize in order to obtain initial “buy-in”

## Operating Partner Presenter And Logistics Host Selection Process



# Operating Partner Presenter And Logistics Host Selection Process



## Assumptions

- Greg Woods will contact top leaders through personal phone calls, quarterly operating partners meeting, or a conference call to request participation
- The request will be for 3 Presenters and 1 logistics host from each operating partner
- Operating partners will provide the requested Presenters and logistics hosts
- Clearly establish and emphasize: level of time commitment required, travel requirements, need for flexibility, and that training will be provided
- One week response deadline

## Pro's

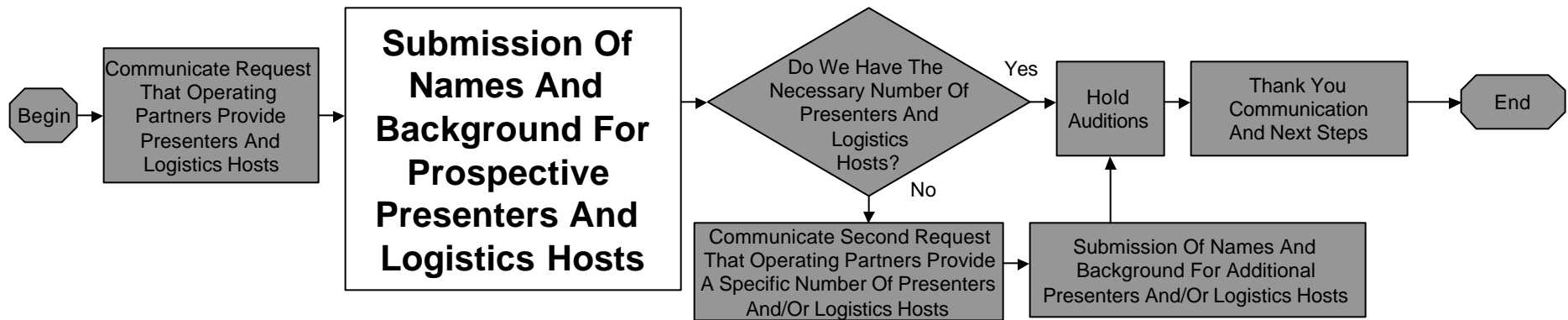
- Request from Greg Woods carries significant weight
- Reinforces view of Operating Partners as true partners

## Action Items

- Set up personal calls, quarterly operating partner meeting, or conference call for Greg Woods request
- Create support materials for Greg Woods to make the request
- Create reference materials for operating partners



## Operating Partner Presenter And Logistics Host Selection Process



### Assumptions

- Each operating partner will provide at least 3 Presenter and one logistics host
- Submission of name and background presumes support for time commitment
- Operating partners will provide experienced Presenters

### Pro's

- Submission of names = support for participation

### Challenges

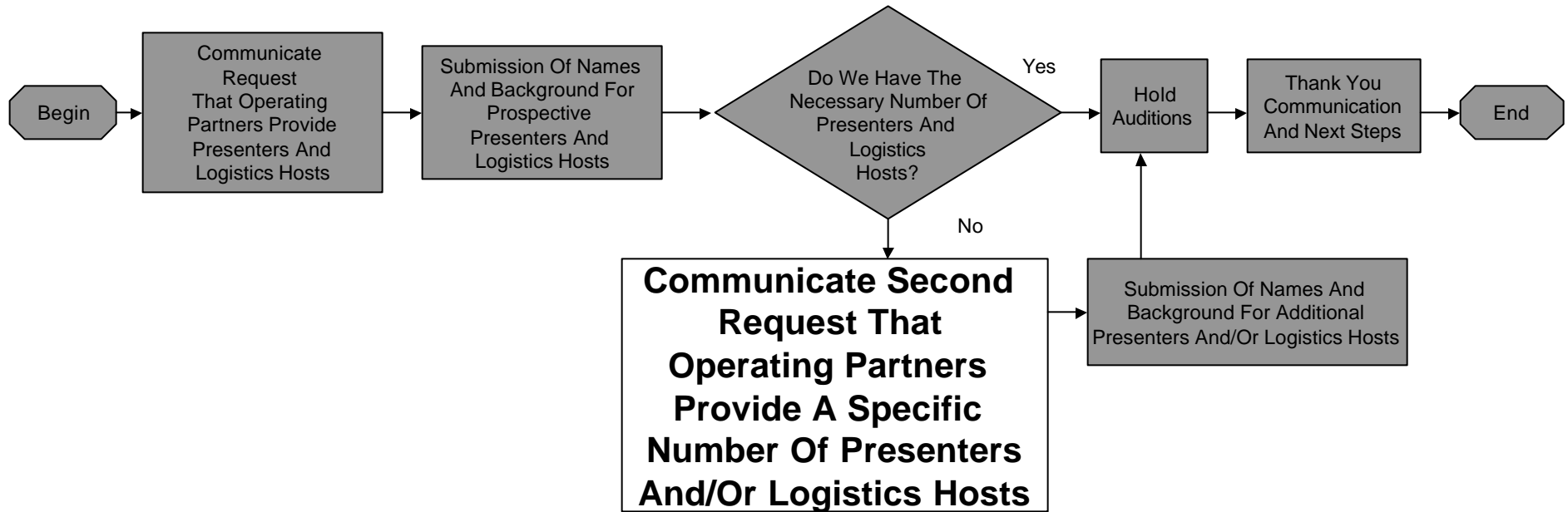
- Smaller Operating Partners may not be able to provide the necessary number of Presenters

### Action Items

- Develop system for tracking the process



## Operating Partner Presenter And Logistics Host Selection Process



### Assumptions

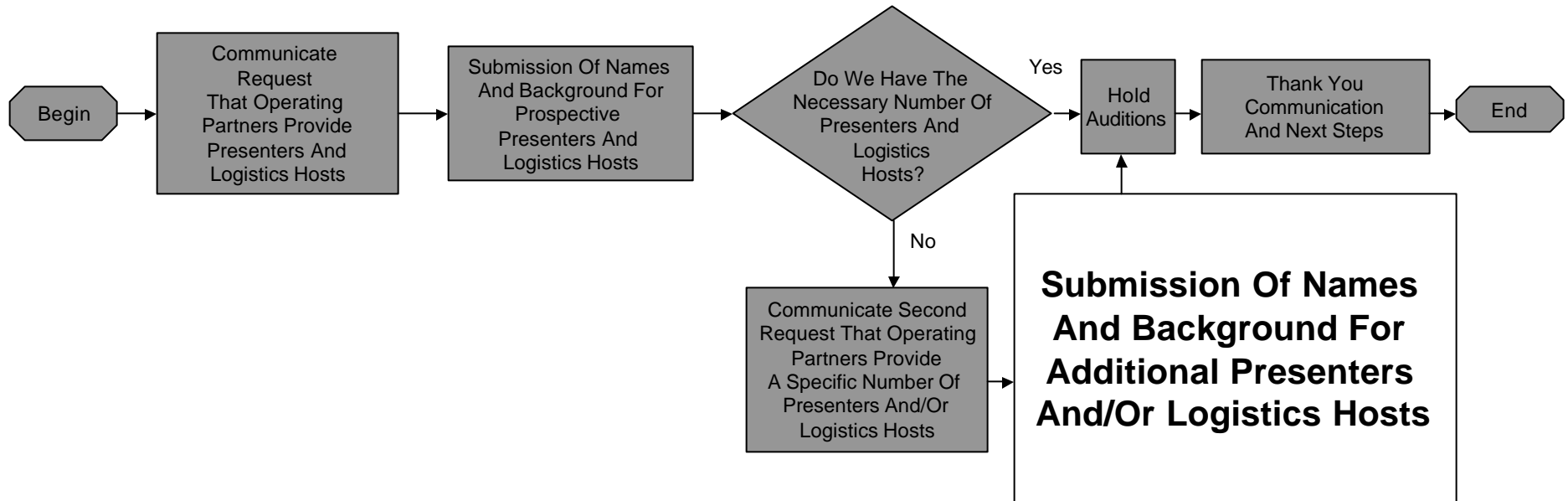
- This will not be necessary and will be skipped if original request produces the necessary number of Presenters and logistics hosts
- Two day response deadline

### Action Items

- Create communication vehicle
- Continue to track the process



## Operating Partner Presenter And Logistics Host Selection Process



### Assumptions

- Operating partners will provide the necessary Presenters and logistics hosts
- Clearly establish and emphasize: level of time commitment required, travel requirements, need for flexibility, and that training will be provided
- Two day response deadline

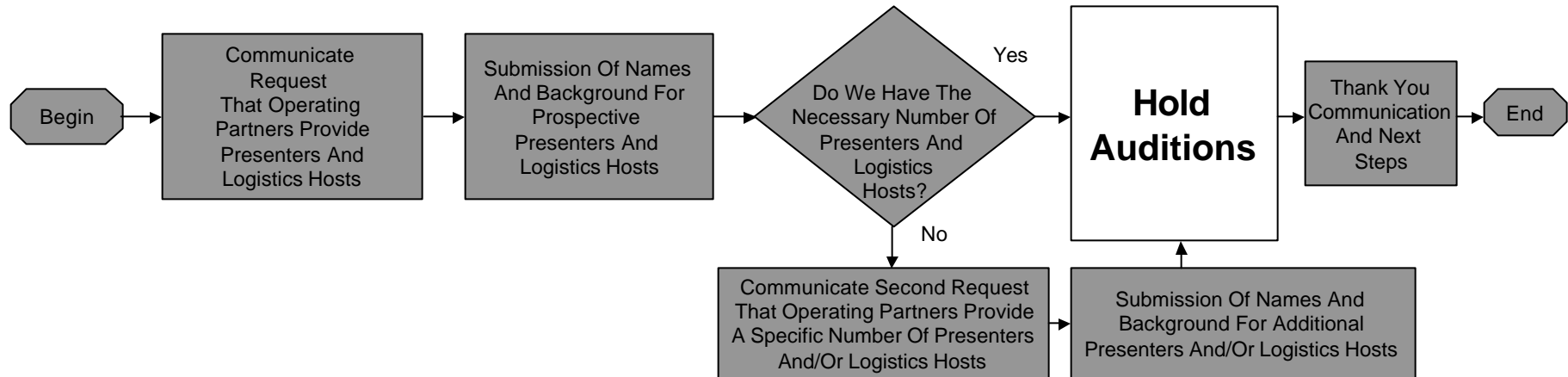
### Challenges

- Smaller Operating Partners may not be able to provide the necessary number of Presenters and/or logistics hosts

### Action Items

- Continue to track the process

# Operating Partner Presenter And Logistics Host Selection Process



## Assumptions

- Presenters will demonstrate skills prior to selection decisions
- A panel will determine Presenters based on audition
- Auditions will not involved video
- Content for audition will be familiar to candidates
- Submission of their name involves an understanding of the time commitments and obligations

## Pro's

- All Presenters will go through an auditions process
- Individuals abilities will be better represented

## Challenges

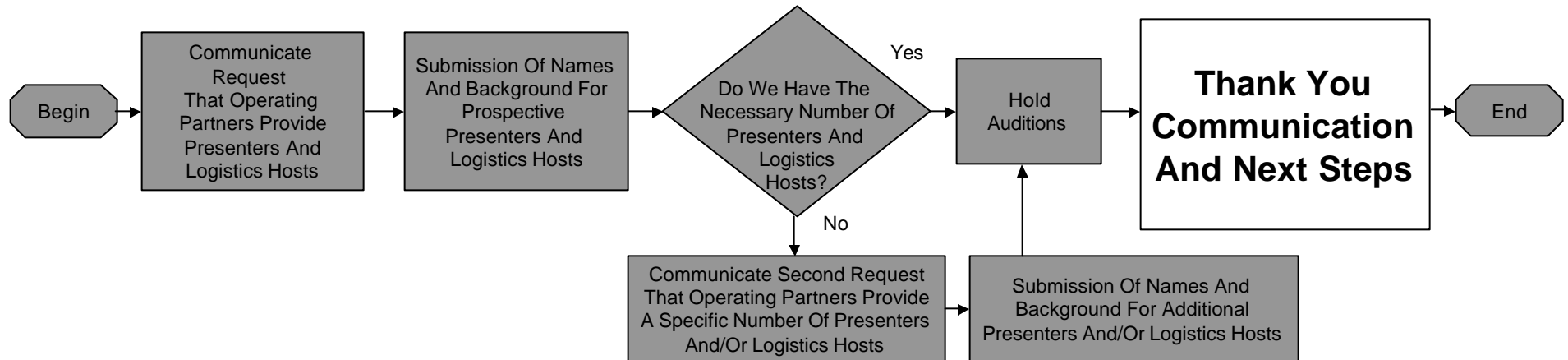
- Expensive to bring everyone together for auditions
- Possible that not every person submitted will be selected

## Action Items

- Secure audition space and necessary equipment
- Convene and train panel on criteria
- Continue to track the process



## Operating Partner Presenter And Logistics Host Selection Process



### Assumptions

- The necessary number of Presenters and logistics hosts have been selected
- The Presenters and logistics hosts will be able to fully participate

### Action Items

- Create and send personal note of congratulations to operating partner leaders and selected Presenters
- Create and send personal note of appreciation and feedback to operating partner candidates not selected as Presenters
- Consolidate Presenters and logistics hosts into one database
- Determine and make travel arrangements
- Develop next step materials